

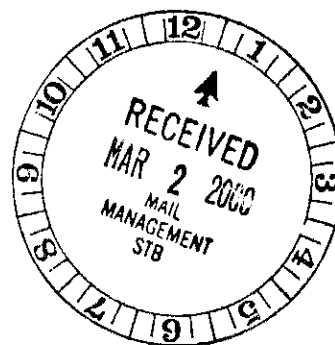
GREENWOOD FOREST PRODUCTS INC.

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2/28/00

SURFACE TRANSPORTATION BOARD
OFFICE OF THE SECRETARY
CASE CONTROL UNIT - ATTN: STB EX PARTE NO. 582
1925 K ST, N. W.
WASHINGTON, D.C. 20423 -0001

My company, Greenwood Forest Products, relies heavily on rail transportation to move our products, utilizing most of the class one rail carriers in the East-West and North-South corridors. We ship predominately marine and industrial plywood to customers in every corner of the country, both direct and via trans-loads and treaters. Consistent and reliable service is a must, if we are to compete in the market.

We are very concerned over the proposed CN-BN merger and do appreciate the opportunity to express those concerns prior to the BN-CN filing their application.


We are having to deal with the negative effects of the BN/ATSF, UP/SP and the most recent disruption in rail service, the acquisition of CONRAIL by NORFOLK SOUTHERN and the CSXT. It is very apparent there is no immediate solution to solving the major service problems resulting from these mergers and acquisitions. Both the CSXT and NS have been weakened financially and look quickly to a solution by employee reduction and escalating rates resulting in greater cost and further deterioration to response time to shippers.

THE SHIPPING PUBLIC IS NOT READY FOR ANOTHER RAIL MERGER. We are still reeling from the last series of mergers and acquisitions and continue to deal with the negative effects financially from the operational disruptions and rate instability produced from those railroads involved, as well as the domino effect on connecting carriers.

Among our concerns relative to the BNSF/CN proposal is the very likely possibility of a return to regulation, either all or partially, and at the very least produce shipper demands for "OPEN ACCESS", a definite step backward for the transportation industry. Secondly, we feel very certain, any further rail consolidation at this time or near future, would quickly result in extensive mergers producing a non competitive situation, track abandonment and service reductions through reduced investment in railroad Infrastructure.

We definitely oppose any proposal by the CN/BNSF for merging of the two lines, as well as any other rail consolidations at this time. At a time when we are attempting to swim through the current tide of mergers and acquisitions, we don't need the added burden of an anchor.

Sincerely,


Robert H. Coffing
Director - Rail Transportation
Greenwood Forest Products, Inc.

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